

## Pete Jeans. Significant Change Programme Leader. Effective RESULTS.

Good morning,

I will add value for you in this role. I have extensive change and project leadership and success experience. I build trust with stakeholders in digitised and conventional project environments to enable target outcomes.

Others have hired me because I'm always one step ahead of the game. I'm best at solving difficult and complex challenges. I'm flexible, collaborative and manage multiple tasks and optimise project flows and milestones.

I'm certified in working with project and change delivery methods ( agile, TQM, CI, waterfall and lean startup management; and applications around scrumming ).

- Expert facilitator around best-practice techniques such as stand-ups, retrospectives, sprinting, better decision-making analyses and conflict and tension resolution.
- Extensive stakeholder management experience working with product owners, sponsors and end users.
- Extensive experience creating and leading teams, stakeholder management, priority setting, project and change charters, inter-dependency management and impediment and obstruction removal.

My accreditations reinforce my leading expertise and are extensive.

- Certification in Prince 2 via Udemy 2022
- Accredited in change management by Arrium (OneSteel) 2008 ( best-of-breed change systems )
- Certification in Agile Project Management via Udemy 2021
- Certification from QUT in Leadership Coaching through Turbulent Times 2018
- Certification in Coaching - The 7 Skills Udemy 2021
- Certification from University of Leeds in Computer Programming for Everyone 2020
- Certification in Social Media Analytics from QUT 2017
- Lecturer in Project Management at Charles Sturt University (current)
- Facilitator at the Australian Institute of Management (current)
- Masters in Commerce UNSW; BA Communication MCAE (CSU)
- Currently studying blockchain technology at the world's foremost university in that subject space: UNIC.

My Australian-Asia-Pacific industry sector expertise is wide and deep to quickly transfer learnings for your benefit. My team development, education and coaching experience will deliver upwardly-mobile leaders for your future. My experiences, skills, knowledge and attributes will be a significant advantage for you; viz:

I have a passion for shaping and influencing impactful and purposeful change; backed by a demonstrated capability to deliver	I have a recognised ability to influence, establish and maintain strong relationships with senior management, customers and end users
I adopt collaborative and facilitative partnering approaches to cement core values in the chase for success	I am highly experienced in successful and agile delivery driven by a mindset to leverage discoverable advantage
I am an expert in leading and managing teams through ambiguity and change	I persist, mentor, support and encourage teams to exceed their own expectations through effective leaderfulness

**Current roles** Please review what others say about me at <http://smosydney.com.au/what-others-say/>

- [Director at Strategic Marketing Outsourcing Pty. Ltd. since 1992.](#)
- [Head of Ideas and Customer Trust at IDEAgenda](#)
- [Success Coach and Facilitator at The Australian Institute of Management MBA School of Business](#)
- [Lecturer at CSU's School of Business](#)

Yours sincerely,

Pete Jeans

## **MAJOR SUCCESSES**

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### **Arrium (OneSteel) - accredited change**

#### **leader OneSteel change projects**

- Strategic go-to-market reviews of parallel SBU's resulting into endorsed recommendations
- Business case development around projects with risk values up to \$900 M resulting in SBU realignments
- Re-alignment of division-wide marketing strategy development resulting in process re-blueprinting

### **Charles Sturt University - lecturer Project Management/Leadership Issues (current)**

- Contemporary best-practice project management delivering insight across technical and people aspects
- Soft and hard project management skills development to equip scrum players
- Project lifecycle/Scope/Cost & QA management to ensure process probity
- Waterfall and Agile methodologies to accelerate epic and project outcomes
- Team and people moderation and mentoring to enhance team social dynamics

### **Sydney Fishmarket - Supply Chain Project**

- Developed and led a complex strategic supply chain project to understand improved sourcing of seafood from all Australian states and NZ.

### **Wesfarmers - Inventory Reduction Project**

- Led two significant multi-million dollar projects in project leadership in inventory reduction and lifting products. Responsible for best-practice planning, strategy, implementation programmes and metrics to reduce obsolescent stock and develop effective approaches to customer segments for new market offers.

## **STRENGTHS**

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- 10 years' experience using best-practice PM/change tools and communication techniques
- Business development and strategy
- Re-aligning resources, engaging stakeholders, driving results
- High standard on-time on-budget deliverables
- Vision, feedback, progress reporting and presentation skills
- Insight and guidance, building inter-dependencies, team on-boarding
- Discovery, validation, valuation, business case development and project execution
- Team creation, delegation, monitoring and support

## **INDUSTRY EXPERTISE**

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**My wider and deeper industry sector experience means learnings elsewhere can be quickly transferred to your challenges at hand**

Recreational services  
Commercial property  
Structural products  
Building products  
Capital goods  
Advertising  
Automation  
e-learning  
GTE's  
Energy  
Manufacturing  
Commercial fitout  
Chemical additives  
Decorative products  
IT products & services

Home improvements  
Mining consumables  
Residential housing  
Financial services  
Wholesaling  
Logistics  
Seafood  
Imaging  
Insurance  
Engineering  
Industry groups  
Fashion retailing  
Fastening systems  
Educational services  
Personal retail goods  
Gaming and hospitality

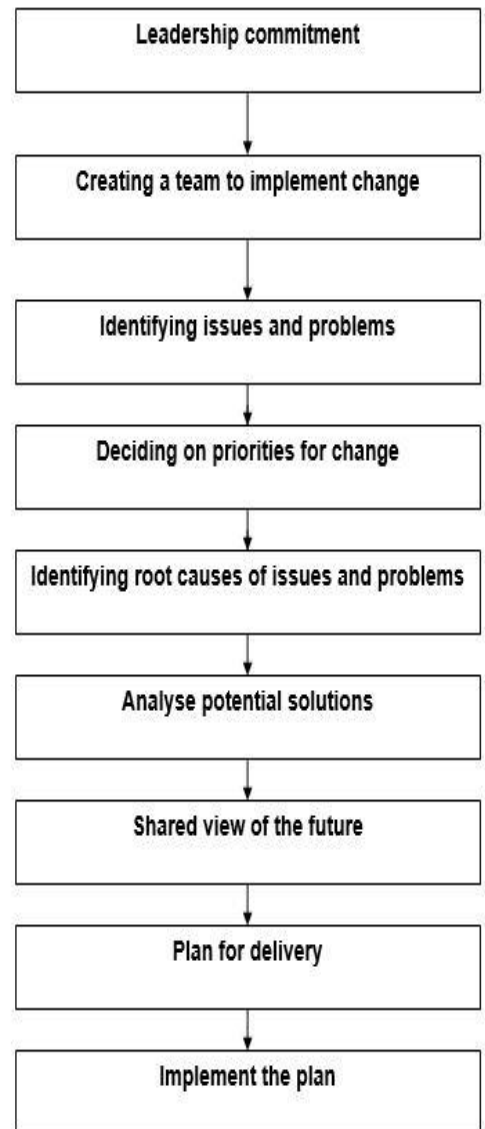
## **MY COMPETITIVE ADVANTAGE**

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**My competitive advantage is successful change and project management of difficult and complex projects where effective communications, direction and clarity of deliverables are required in complex ambiguous circumstances.**

## MY CHANGE COMPETENCIES AND BEST-PRACTICE CHANGE MANAGEMENT PROCESSES

- Environmental/cultural assessment
- Facilitating change
- Strategic thinking/vision
- Influencing others
- Coaching for change
- Project management
- Communication expertise
- Meeting's guidance
- Team learning & development
- Stakeholder management
- Sustainable implementation
- Team creation and championing
- Ideation leadership
- Conflict resolution
- Emotional intelligence pathways
- Inter-dependency encouragement
- Change success evaluation
- Training needs analyses
- Re-deployment planning
- Post-critique archiving
- CMO establishment
- Risk management assessment
- Waterfall & AGILE leadership



### CHANGE MANAGEMENT GOVERNANCE

My best-practice initiatives include stakeholder approaches to reduce resistance; sponsor oversight mechanisms/structures; project governance charters, in-scope/out-scope of the project change process; stakeholder impact assessment; training and job role re-alignment processes; celebrating successes and regular review devices and post-project critiques.